



PRESS RELEASE

VODAFONE QATAR DELIVERS CONTINUED GROWTH

Doha, Qatar, 3 November 2014: Vodafone Qatar Q.S.C. ("Vodafone Qatar" or "The Company") today announced its financial results for the six months ended 30 September 2014.

Half-Year Operational Highlights for the six months to 30 September 2014:

- 1,372,000 mobile customers; this is an increase of 16% compared to September 2013
- Total revenue of QR 1,144 million; 24% growth over the same period last year
- Mobile average revenue per user (ARPU) increased to 128; this is a 3% year-on-year growth
- EBITDA achieved QR 295 million for the period; 41% growth year-on-year
- EBITDA margins improved 3 percentage points year-on-year to 26%
- Distributable Profit increased by 190% year-on-year to reach QR 120 million
- Net Loss of QR 81m for the period; this is an underlying improvement of 49% compared to the same period last year
- The loss per share is QR (0.10) compared with QR (0.19) for the same period last year

September Financial Summary

H.E Sheikh Dr Khalid Bin Thani Al Thani, Vodafone Qatar's Chairman commented, "Vodafone Qatar's revenue for the half-year grew by 24%, driven by a combination of continued customer growth and ARPU performance which resulted in a 41% EBITDA improvement over the same period last year."

"During the first half of the year we launched a number of new products into the market which have been positively received, particularly amongst our Qatari customers. We continue to see success in our Postpaid services which contributed to a 3% ARPU improvement."

"We continue to invest heavily in our network, building new indoor and outdoor sites and upgrading sites in key locations. In areas that are densely populated, we are increasing network capacity to ensure we deliver a great experience to our customers. 4G coverage expansion is ongoing; we have introduced 4G in Wakra, Hamad International Airport and also increased our coverage in the desert area - so customers can enjoy Vodafone 4G services whilst they are camping. We have also launched 4G roaming so our customers can enjoy their 4G services when they travel abroad to Saudi Arabia, Spain, Romania and Netherlands."



“We are now focused on our ability to lay a state of art fibre optic infrastructure in Qatar which is a key enabler to the Qatar National Vision 2030 and the drive for Qatar to become a knowledge-based economy. Vodafone’s commitment to build a world class converged network in Qatar underpins our desire to offer customers greater choice, greater product innovation and meet the burgeoning demand for data services.”

-ENDS-

About Vodafone Qatar Q.S.C.

Vodafone Qatar Q.S.C. (“Vodafone”), part of one of the world’s largest telecommunications Group, the Vodafone Group, is holder of the Second Public Mobile and Fixed Telecommunications Networks and Services License in the State of Qatar. Vodafone Qatar switched on its mobile network on 1 March 2009 and shortly after started delivering great value to its customers with a range of exciting products and services. In only 5 years of commercial operations, more than 1,300,000 customers which means 63% of the population are actively using Vodafone’s services.

Having built a world class converged IP network, in October 2012 Vodafone launched a comprehensive range of fibre-based enterprise grade and residential fixed products and services including Corporate Voice, Internet and Data Network solutions. Through this fibre connectivity, Vodafone is set to become a total communications provider contributing to the digital agenda as outlined in the ictQatar strategy 2015.

Vodafone’s objective is to be one of the most admired brands in Qatar and the Company is committed to providing world class telecommunications infrastructure to support Qatar National Vision 2030.

Please visit www.vodafone.qa for more details.

For press enquiries, please contact:

Lana Khachan, Media Relations Manager, Vodafone Qatar

E-mail: lane.khachan@vodafone.com